

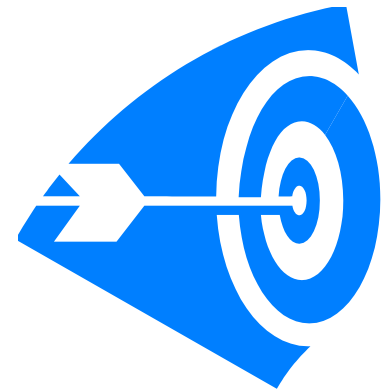
Working with ISV solutions



Working with ISV solutions

Objectives

- Identify the importance of ISVs to IBM®
- Identify where to find out more about ISV solutions
- Describe the challenges and issues regarding porting an ISV solution to System z
- Identify the IBM programs that support System z ISVs





Why ISVs are important to IBM

- ISVs around the world play a critical role in building a smarter planet.
- ISVs develop mission-critical applications needed by our customers in various industries.
- Together with IBM, ISVs are working with innovators of all sizes, across every industry, to address just about any size problem, task, or workload.



How to find out more about ISV solutions

Customers and IBM Business Partners

- IBM Global Solutions Directory:
- <http://ibm.com/partnerworld/gsd>

IBM System z sales reps

- Internal website for Generally Available applications:
- <http://w3.ibm.com/ibm/resource/z.html>

5x5 Process used quarterly to alert sales reps and BPs of new applications

- The information will provide a link to the IBM Global Solutions Directory.

To find out if an ISV has an IBM internal contact:

- <http://stgpwbluweb.boulder.ibm.com/central/landing>



What to do if an ISV application is not on the platform

Internal Sales Reps

Coming – new tool – Web Based; Link to be provided to log entries of ISV interested in the platform

- **Meanwhile send a note to Sue**
- Email – Smrobin@us.ibm.com Sue Tuczynski

Business Partners

- Fill in the ISV request form on the external website:
https://www-304.ibm.com/partnerworld/wps/servlet/ContentHandler/stg_frm_sys_isv_enablement_request

Porting process in four steps

1. Preparing the system:

Set up the systems for test and development by choosing the appropriate version of the Linux® operating system, the appropriate distribution, and the correct compiler and debugger utilities. Users also need to verify that any relevant third-party dependencies or products will work in a Linux on System z environment.

2. Starting development activities:

Users begin development activities, which include deciding on environment variables, such as path and shell; updating build scripts; and performing any other necessary alterations to the environment. This step may require several iterations before the user is ready to move to the next step.

3. Testing applications:

Users will set up the test environment, execute test cases and scenarios, and report issues in the application.

4. Deciding on packaging and installer methods:

In this step, users will decide on packaging and installer method

Common misconceptions about porting to Linux on System z

- Popular Linux distributions are unavailable to Linux on System z mainframes.
- Linux on System z administration is quite complicated.
- Linux on System z hardware is different from Linux on System x® servers or other popular platforms.
- Tools and utilities available in Linux on System x servers are unavailable in Linux on System z mainframes.



ISV application porting – Odds for success

“High Win” ISV Sales Scenario	“Medium Win” ISV Sales Scenario	“Low Win” ISV Sales Scenario
✓ Net new license revenue for ISV	✓ ISV does see future opportunity beyond this one sale	✓ ISV needs incentive of “new” customers – application already installed at customer on competitive hardware
✓ ISV interested in porting to IBM platform or supporting latest OS	✓ ISV willing to port if IBM or customer assists with other porting resources	✓ ISV unwilling to port and will not discuss supporting new platform
✓ Strategic customer pushing ISV to support IBM platform	✓ Customer may be willing to call ISV and ask for IBM platform/OS support	✓ Customer not willing to “push” ISV to support IBM platform
✓ ISV can port within Timeline to win the sale	✓ Timeline is short	✓ ISV cannot port within timeline to win the sale
✓ STG willing to commit resources per key targeted industries for revenue opportunity	✓ Regional sales team commits resources	✓ No resources available – Magnitude of sale does not support or is inhibitor
✓ STG or IDR ISV coverage beyond Programmatic	✓ STG or IDR ISV coverage	✓ No STG or IDR ISV coverage
✓ Industry or Segment sponsorship	✓ Industry or Segment interest	✓ No Industry or Segment interest – ISV is not a high-industry priority from a portfolio perspective

IBM Innovation Centers for ISVs

- IICs provide technical enablement assistance for System z-specific engagements (porting, testing, proof of concept, validation) for Business Partners.
- There are 42 centers worldwide that provide ISVs with access to IBM skills and equipment to migrate and test their solutions in an effort to get them to market faster, while helping to reduce development cost.
- IICs provide a combination of available programs, some no-charge, others for-fee, depending on access type, time, resources, etc.
- ISV must be a member of PartnerWorld®.

For more information: <http://www.ibm.com/partnerworld/iic>





North America

- [Austin](#)
- [Chicago](#)
- [Dallas](#)
- [Silicon Valley](#)
- [Toronto](#)
- [Waltham](#)

Latin America

- [Mexico City](#)
- [Sao Paulo](#)

Europe and Middle East

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- [Bratislava](#)
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Asia Pacific

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Programs to help ISVs port to z/OS and Linux on System z

Remote Development Program

The RDP provides long-term or short-term for fee, remote access to IBM z/OS®, z/VSE®, z/VM®, and Linux on System z: <http://www.ibm.com/partnerworld/isv/spc/rdp.html>

Validation Program for z/OS

For experienced z/OS software developers, pre-configured system at no charge for a 60-day period to test and upgrade latest OS and middleware:

<http://www.ibm.com/partnerworld/wps/pub/systems/technical/hardware/iiczosprogram>

Linux Test Drive

Short-term, no-charge access for 30 days or 60 days with IBM Middleware

<http://www.ibm.com/partnerworld/wps/pub/systems/technical/hardware/linuxdrive>

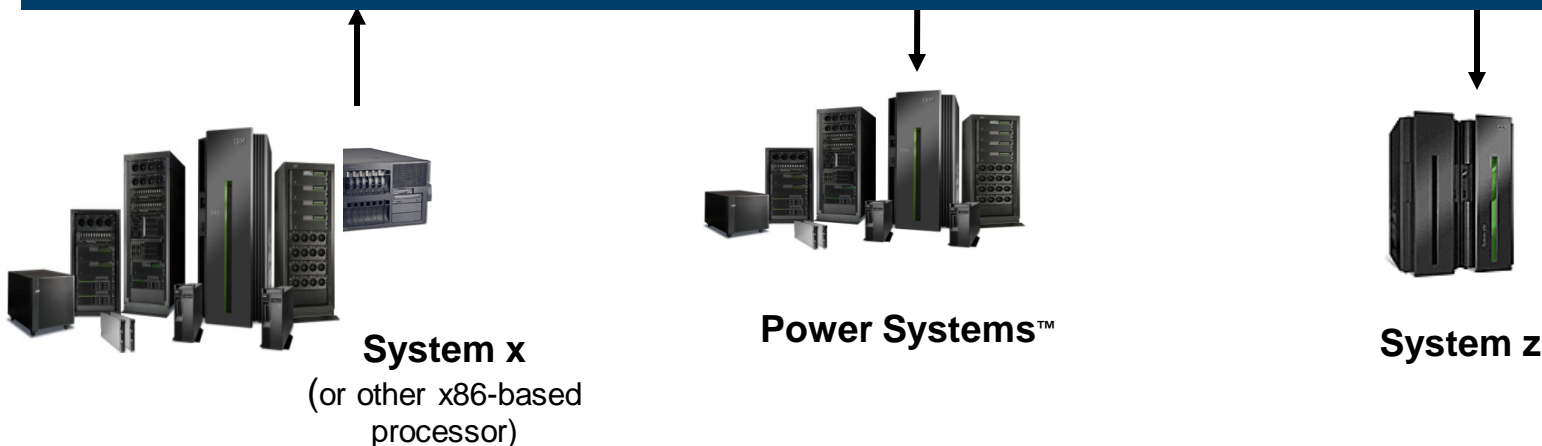
IBM Chiphopper™ offering

Move x86 applications to Linux on System z

- Technical assistance
- System z Testing Environment – Remote Access
- Server Consolidation Plays



Linux



<http://www.ibm.com/isv/go/chiphopper>

System z Developer Discount offering (zDD)

The IBM System z Developer Discount offering provides valuable benefits to eligible ISVs that support the IBM System z platform by providing discounts on IBM System z hardware and software to help lower development costs.

- Global offering but may not be available in some countries
- Hardware is provided through the IBM Business Partner channel
- Hardware systems include high-end real hardware System z servers, and low-end IBM System z Personal Development Tool (zPDT)
- Software discounts on z/OS, z/VM, z/VSE, and other System z software products

http://www.ibm.com/partnerworld/pwhome.nsf/weblook/zpdt_zdd.html

System z Technical Advocate Program

Provides a System z technical focal point for System z ISVs

- Develop a long-term relationship with the ISV
- Answer technical questions; provide technical assistance

<http://www.ibm.com/partnerworld/wps/pub/systems/z/isvtap>

Helping ISVs staying connected to System z

Early Test Program

- Access to pre-GA IBM hardware and software
- Additional information on early programs can be found at:

http://www.ibm.com/partnerworld/wps/servlet/ContentHandler/pw_com_ziep

Technical Disclosure Meetings

- Face-to-face meetings with ISVs and System z developers in Poughkeepsie, NY – held twice per year

Technical Teleconferences

- Teleconferences are held throughout the year as needed on new technology

Technical quarterly marketing calls

- Post-announce education on System z offerings

http://www.ibm.com/partnerworld/pwhome.nsf/weblook/eac_webcasts_sysmz_quarterly_update.html

IBM added over 90 new ISV partners in 2012!



z/OS

More than 4,400 total z/OS applications



Linux on System z

More than 3,200 total Linux applications





When the ISV leads the opportunity, what is your role?

- How do sellers become aware of new ISV opportunities?
- Who can the sellers call for assistance?
 - The ISV contact and the architect who is assigned.
- Nine top ISVs that IBM works with have solutions that are platform-agnostic. Often, they don't know about System z. They often sign a deal before the platform is selected, then they pick the platform. Timing is essential to propose a Fit For Purpose workshop.
- Your task is to get it on the System z platform and clothe the deal.

Smarter Planet Industry and Growth Initiative ISVs on z

Banking

Core banking:

- ✓ Finacle
- ✓ FIS
- ✓ TCS
- ✓ Temenos
- ✓ Sopro (SBP)
- ✓ CSC (SBP)
- ✓ Fiserv
- ✓ Nantian
- ✓ Diasoft (SBP)
- ✓ Montran (SBP)
- x Oracle

Payments:

- ✓ ACI
- ✓ ATOS

Front office:

- ✓ FIS Touchpoint

Analytics & Fraud

- ✓ FICO (Fraud)
- ✓ SAS
- ✓ Brinqa

Other:

- ✓ Intercope (SBP)

Insurance

Core banking:

- ✓ CSC Exceed & WMA
- ✓ Pegasystems(Chordiant)
- ✓ Exigen
- ✓ Sapiens.
- x Guidewire

Other

- ✓ Thunderhead

Education

- ✓ Ellucian Banner (SBP)
- ✓ Oracle
- ✓ Glasshouse

Retail

- ✓ Infor / Lawson
- ✓ SAP
- ✓ Oracle
- ✓ ACI
- ✓ Stirling
- x Manhattan

Government

- ✓ ESRI
- ✓ YLZ
- ✓ Yin Hai Health Ins (SBP)
- ✓ UFIDA (SBP)
- ✓ Delphix (in process)

HCLS

- ✓ Trizetto
- ✓ SAS
- ✓ Beacon Spyglass
- ✓ Allscripts
- ✓ Infor/Lawson
- ✓ Infor/Lawson
- ✓ TeraMedica
- xEPIC
- xMcKesson Horizon
- xSiemens Sorian

Cloud

- ✓ CA APPLogic (Port 3Q12)
- ✓ Adaptive Moab
- ✓ CSL (SBP in progress)
- ✓ ZetaCloud Italy (SBP)

Analytics

- ✓ FICO
- ✓ SAS
- ✓ IBI
- ✓ CA

New Routes Initiative Overview

Generate OI for STG offerings, by partnering with key Solution Influencers

▪ **Target Influencers with Solutions that can extend STG's footprint into white space**

- *New Partners, new Solutions, geographic expansion, competitive displacements*

▪ **Address fast-growing Solution Areas**

- *Analytics, cloud, big data, Industry-specific solutions, mobile, etc*
- *Growth Markets*

▪ **Engage with holistic business proposition**

- *Consider end-to-end business functions*
- *Cross-Brand scope*
- *Customized for each influencer*

How does it work?

Revenue growth achieved by leveraging multi-year revenue commitments

▪ **250+ new SBP Signings annually**

- *2-4 year agreement committing Influence of hardware revenue and STG Investments*

▪ **Milestone-driven "Gives"**

- *Technical enablement, seller enablement, demand generation, loaner equipment*

▪ **Relentless Execution**

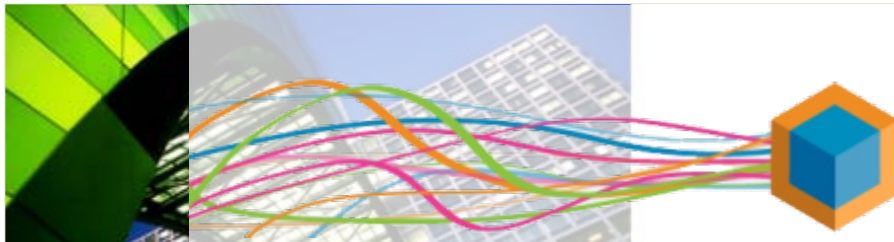
- *Sales pipeline*
- *Investments*

▪ **Revenue Attainment**

- *Align OI with Direct & BP sellers*
- *Validate opportunities with local brand*

▪ **Portfolio Management**

- *Adjust investment as required*



Who to contact for New Routes help by Geo

Europe

Influen	IOT	IMT	Sales Exec Name	Job Title	Status	End Date	Areas / Countries Supporte	External Phone	Approval Flow
ISV	Europe	BeNeLux	Patrick Palmans/Netherlands/IBM	NRSE	Active				to Richard D Gordon
ISV	Europe	France	Stephane Plas/France/IBM		Active			33-1-5875-3568	to Richard D Gordon
ISV	Europe	Germany	Heike Selgrath/Germany/IBM	NRSE	Active		Germany	49-7034-15 x4468	to Richard D Gordon
ISV	Europe	Italy	Roberto Paladin/Italy/IBM	NRSE	Active		Italy	39-02-596.26099	to Richard D Gordon
ISV	Europe	Nordic	Anders RC Radlund/Sweden/IBM	Sales Executive	Active		Nordics	46-(0)70 7930165	to Richard D Gordon
ISV	Europe	UKI	Sara Penney1/UK/IBM		Active				to Richard D Gordon
SI	Europe	France	Dominique Coffin/France/IBM	NRSE	Active		France		to Paul Lawryk
SI	Europe	France	Guy Platel/France/IBM		Active			33-1-5875-3570	to Paul Lawryk
SI	Europe	Germany	Ralph Van Bentum/Germany/IBM	NRSE	Active		Germany	49-172 73 25 878	to Paul Lawryk
SI	Europe	Italy	Massimo Cella/Italy/IBM		Active			39-02 5962 29551	to Paul Lawryk
SI	Europe	Nordic	Hans Kippler/Sweden/IBM		Active			46-70 793 16 84	to Paul Lawryk
SI, ISV	Europe	Alps	Anika Boehmerle/Switzerland/IBM	NRSE	Active		Alps	41-58 333 72 36	to Paul Lawryk
SI, ISV	Europe	BeNeLux	Driss Nioua/Belgium/IBM	Sales Exec	Active		BeNeLux	32-2-339-3215	to Richard D Gordon
SI, ISV	Europe	BeNeLux	Mark W Ottolander/Netherlands/IBM	Sales Exec	Active		Netherlands	31-20-513-6606	to Richard D Gordon
SI, ISV	Europe	SPGI	Aviv Goren-Supinger/Israel/IBM	NRSE	Active		Isreal		to Richard D Gordon
SI, ISV	Europe	SPGI	Elena Maria Orbegozo Laborde/Spain/IBM	NRSE	Active		Spain/Portugal		to Richard D Gordon
SI, ISV	Europe	SPGI	Eli Ashkenazi/Israel/IBM		Active		Israel	972-3-918-8886	to Richard D Gordon
SI, ISV	Europe	SPGI	Gabriel Echanove Orbea/Spain/IBM	NRSE	Active		Spain/Portugal		to Richard D Gordon
SI, ISV	Europe	UKI	Chip Buerger/Chicago/IBM		Active			1-312-529-1340	to Paul Lawryk
SI, ISV	Europe	UKI	Gillian C. Mogg-Smith/UK/IBM	NRSE	Active			44-7764 664418	to Paul Lawryk
SI, ISV	Europe	UKI	Richard J Wright/UK/IBM		Active			44-7703 128 155	to Richard D Gordon
SI, ISV	Europe	UKI	Steve Harries/UK/IBM	NRSE	Active		UKI		to Richard D Gordon



Who to contact for New Routes help by Geo

GMU

Influen	IOT	IMT	Sales Exec Name	Job Title	Status	End Date	Areas / Countries Supporte	External Phone	Approval Flow
ISV	Growth Market Unit	Aus./New Zealand	Justine Kennedy/Australia/IBM		Active			61-2-9463-5284 x5284	to Richard D Gordon
ISV	Growth Market Unit	CEE	Huseyin Hosca/Turkey/IBM	Sales Exec	Active			90-212-317-1367	to Richard D Gordon
ISV	Growth Market Unit	Greater China Group	Wei YY Zhang/China/IBM	NRSE	Active		GCG		to Richard D Gordon
ISV	Growth Market Unit	Greater China Group	Yi V Sun/China/IBM	NRSE	Active		GCG		to Richard D Gordon
ISV	Growth Market Unit	India-South Asia	Ashok K Ratnagiri/India/IBM		Active				to Richard D Gordon
ISV	Growth Market Unit	India-South Asia	Hashdeep S Anand/India/IBM		Active			91-22-40589000	to Richard D Gordon
ISV	Growth Market Unit	India-South Asia	Nidhi Nagwanshi/India/IBM		Active				to Richard D Gordon
ISV	Growth Market Unit	India-South Asia	Prashant Pawar/India/IBM		Active			91-80-40683000	to Richard D Gordon
ISV	Growth Market Unit	India-South Asia	Preet 123/India/IBM		Active			91-22-40589000	to Richard D Gordon
ISV	Growth Market Unit	India-South Asia	Reetika Sagar1/India/IBM		Active			91-11-46592500	to Richard D Gordon
ISV	Growth Market Unit	Korea	WooSung Kim/Korea/IBM		Active			822-3781-7510	to Richard D Gordon
ISV	Growth Market Unit	Latin America	Joao Roberto D Rosa/Brazil/IBM	Sales Exec	Active	7/13/2011			to Paul Lawryk
SI	Growth Market Unit	ASEAN	Adrian WK Koh/Singapore/IBM	NRSE	Active			65-6418-9596	to Paul Lawryk
SI	Growth Market Unit	Aus./New Zealand	Kim Turner/Australia/IBM	NRSE	Active		ANZ		to Paul Lawryk
SI	Growth Market Unit	Greater China Group	WeiSTG Wei/China/IBM	NRSE	Active		GCG	86-10-63618958	to Paul Lawryk
SI	Growth Market Unit	Greater China Group	Yan N QIN/China/IBM	NRSE	Active		GCG	86-10-63613305	to Paul Lawryk
SI	Growth Market Unit	India-South Asia	Binay Singh1/India/IBM	NRSE	Active		India		to Paul Lawryk
SI	Growth Market Unit	India-South Asia	Praveen Bangera/India/IBM	NRSE	Active		India		to Paul Lawryk
SI	Growth Market Unit	India-South Asia	Raghavendra B Krishnajirao/India/IBM		Active			91-9900-103296	to Paul Lawryk
SI	Growth Market Unit	India-South Asia	Satyendra M Khare/India/IBM		Active			91-99722-33992	to Paul Lawryk
SI	Growth Market Unit	India-South Asia	Saurabh Surana/India/IBM		Active			91-120-4653-199	to Paul Lawryk
SI	Growth Market Unit	India-South Asia	Shailesh D Puranik/India/IBM		Active				to Paul Lawryk
SI	Growth Market Unit	India-South Asia	Vinod K Hingorani1/India/IBM		Active			91-022-42882102 x8210	to Paul Lawryk
SI	Growth Market Unit	Korea	ByeongHoon Hwang/Korea/IBM		Active			822-3781-6514	to Paul Lawryk
SI	Growth Market Unit	Latin America	Ignacio Chanes/Chile/IBM	NRSE	Active		Chile		to Paul Lawryk
SI	Growth Market Unit	MEA	Pingping Yang/South Africa/IBM	NRSE	Active		MEA	86-20-8511-3666	to Paul Lawryk
SI, ISV	Growth Market Unit	ASEAN	Aditya Rachman/Indonesia/IBM	NRSE	Active				to Paul Lawryk
SI, ISV	Growth Market Unit	ASEAN	Eric TY Seah/Singapore/IBM	NRSE	Active				to Richard D Gordon
SI, ISV	Growth Market Unit	ASEAN	Eugene CK Bay/Singapore/IBM		Active				to Richard D Gordon
SI, ISV	Growth Market Unit	ASEAN	Patriziah Camille D Castardo/Philippines/IBM	NRSE	Active		Phillipinnes	63-2-995-2591	to Paul Lawryk
SI, ISV	Growth Market Unit	ASEAN	Rudi Rahardja/Indonesia/IBM		Active				to Paul Lawryk
SI, ISV	Growth Market Unit	ASEAN	Thanaphon Buranaosot/Thailand/IBM	NRSE	Active				to Paul Lawryk
SI, ISV	Growth Market Unit	ASEAN	Wantana Somboon/Thailand/IBM	NRSE	Active				to Paul Lawryk
SI, ISV	Growth Market Unit	ASEAN	Wei Chin/Malaysia/IBM	NRSE	Active				to Paul Lawryk
SI, ISV	Growth Market Unit	ASEAN	Yik Yong Ho/Singapore/IBM		Active				to Paul Lawryk
SI, ISV	Growth Market Unit	Aus./New Zealand	Jen Fry/Australia/IBM		Active			612-9478-8274	to Paul Lawryk
SI, ISV	Growth Market Unit	CEE	Anna Lougovaya/Russia/IBM		Active			7-495-775-8800 x2262	to Paul Lawryk
SI, ISV	Growth Market Unit	CEE	Evren Erer/Turkey/IBM		Active			90-212-3171050	to Richard D Gordon
SI, ISV	Growth Market Unit	CEE	Gabriele Rahmat/Austria/IBM	NRSE	Active				to Paul Lawryk
SI, ISV	Growth Market Unit	CEE	Rafal Milancej1/Poland/IBM		Active			48-22-878-6943	to Paul Lawryk
SI, ISV	Growth Market Unit	CEE	Vladimir Loginov/Russia/IBM		Active			7-495-775-8800 x2432	to Paul Lawryk
SI, ISV	Growth Market Unit	Greater China Group	Jiong Wang/China/IBM	NRSE	Active		GCG		to Richard D Gordon
SI, ISV	Growth Market Unit	Greater China Group	Lei BE Zhao/China/IBM		Active				to Paul Lawryk
SI, ISV	Growth Market Unit	Greater China Group	Ling WW Wang/China/IBM		Active				to Paul Lawryk
SI, ISV	Growth Market Unit	Greater China Group	Wenfeur Shyr/China/IBM		Active		GCG	86-10-6361-3668	to Paul Lawryk
SI, ISV	Growth Market Unit	India-South Asia	Krishna K Tripathi/India/IBM		Active			91-0120-4653199	to Paul Lawryk
SI, ISV	Growth Market Unit	India-South Asia	Nitin V PimploDKar/India/IBM	NRSE	Active		India		to Paul Lawryk
SI, ISV	Growth Market Unit	Korea	PhiJo Kim/Korea/IBM		Active			822-3781-6571	to Richard D Gordon
SI, ISV	Growth Market Unit	Latin America	Agustin Torres Cortes/Mexico/IBM	NRSE	Active		Mexico	52-55-5270-3768	to Richard D Gordon
SI, ISV	Growth Market Unit	Latin America	Cecilia H Faria/Brazil/IBM	LA STG Growth Initative Exec	Active	3/30/2012	LA	55-11-2132-3495	to Paul Lawryk
SI, ISV	Growth Market Unit	Latin America	Eduardo Falcone/Peru/IBM	NRSE	Active		Latin America		to Richard D Gordon
SI, ISV	Growth Market Unit	Latin America	Kiomi E Kawaai/Brazil/IBM		Active			55-11-2132-5306	to Paul Lawryk
SI, ISV	Growth Market Unit	Latin America	Patricio Araya Leon/Chile/IBM	NRSE	Active		Chile		to Paul Lawryk
SI, ISV	Growth Market Unit	Latin America	Salvador Alvarez/Mexico/IBM		Active			11-525-270-3812	to Paul Lawryk
SI, ISV	Growth Market Unit	MEA	Hakem B Isa/United Arab Emirates/IBM		Active				to Paul Lawryk
SI, ISV	Growth Market Unit	MEA	Matthew Avery/United Arab Emirates/IBM		Active			971-056 682 7644	to Richard D Gordon
SI, ISV	Growth Market Unit	MEA	Silmi Khanfir/United Arab Emirates/IBM		Active		Storage		to Paul Lawryk
SI, ISV	Growth Market Unit	MEA	Yara Chahine/Egypt/IBM		Active				to Paul Lawryk

Who to contact for New Routes help by Geo

Japan

Influen	IOT	IMT	Sales Exec Name	Job Title	Status	End Date	Areas / Countries Supporte	External Phone	Approval Flow
ISV	Japan	Japan	Naoto Shibata/Japan/IBM		Active				to Richard D Gordon
SI, ISV	Japan	Japan	James Cioffi/Dallas/IBM	DEVELOPER	Active		WW	1-720-342-5270	to Richard D Gordon
SI, ISV	Japan	Japan	Mio M Ezaki/Japan/IBM		Active			81-3-3808-3873	to Paul Lawryk
SI, ISV	Japan	Japan	None at this time		Active				to Richard D Gordon
SI, ISV	Japan	Japan	Ryosuke Motoyoshi/Japan/IBM		Active			81-50-3149-6953	to Paul Lawryk
SI, ISV	Japan	Japan	STG GTSE Test/Dallas/Contr/IBM	TEST	Active		TET		to Richard D Gordon

North America

Influen	IOT	IMT	Sales Exec Name	Job Title	Status	End Date	Areas / Countries Supporte	External Phone	Approval Flow
ISV	North America	US East	Gregory Rucki/Bedford/IBM	NRSE	Active			1-508-864-1952	to Richard D Gordon
ISV	North America	US East	Mamie Ryant/Bethesda/IBM	Sales Executive	Active		US	1-301-803-6724	to Richard D Gordon
ISV	North America	US East	Richard Bergman/Chicago/IBM		Active				to Richard D Gordon
ISV	North America	US East	Richard M Davis/Cambridge/IBM		Active			1-508-395-5235	to Richard D Gordon
ISV	North America	US East	Richard N Duchaney/Bedford/IBM	Sales Executive	Active		US	1-603-770-8586	to Richard D Gordon
ISV	North America	US Federal	None at this time		Active				to Richard D Gordon
ISV	North America	US West	Richard Bergman/Chicago/IBM	Sales Executive	Active		US	1-317-249-9526	to Richard D Gordon
ISV	North America	US West	Richard M Davis/Cambridge/IBM		Active				to Richard D Gordon
ISV	North America	US West	Ruben Krumholz/Austin/IBM	Sales Executive	Active		US	1-512-487-4321	to Richard D Gordon
SI	North America	US East	Carlos Arevalo/Dallas/IBM		Active				to Paul Lawryk
SI	North America	US East	Chad Decher/Toronto/IBM		Active				to Paul Lawryk
SI	North America	US East	Frances Keefe/Tampa/IBM		Active			1-813-356-4072	to Paul Lawryk
SI	North America	US East	Michael Antonucci/Cranford/IBM		Active				to Paul Lawryk
SI	North America	US East	Nora Glennon-Winchurch/Jericho/IBM		Active				to Paul Lawryk
SI	North America	US Federal	Jon G Witt/Bedford/IBM		Active			1-202-340-4487	to Paul Lawryk
SI	North America	US West	Carlos Arevalo/Dallas/IBM		Active				to Paul Lawryk
SI	North America	US West	Chad Decher/Toronto/IBM		Active				to Paul Lawryk
SI	North America	US West	Frances Keefe/Tampa/IBM		Active				to Paul Lawryk
SI	North America	US West	Michael Antonucci/Cranford/IBM		Active				to Paul Lawryk
SI	North America	US West	Nora Glennon-Winchurch/Jericho/IBM	NRSE	Active				to Paul Lawryk
SI, ISV	North America	Canada	Atul K Gupta/Sacramento/IBM		Active				to Richard D Gordon
SI, ISV	North America	Canada	Jean C Gagnon/Quebec/IBM	Sales Executive	Active		Canada	1-514-964-0715	to Richard D Gordon
SI, ISV	North America	US East	Atul K Gupta/Sacramento/IBM		Active			1-916-774-6467	to Richard D Gordon
SI, ISV	North America	US East	Hina Shah/Austin/IBM	Sales Executive	Active		US	1-408-647-2630	to Richard D Gordon
SI, ISV	North America	US East	Jean C Gagnon/Quebec/IBM		Active			1-514-964-0715	to Richard D Gordon
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Key learning points

- Independent software vendors (ISVs) develop mission-critical applications needed by our customers in various industries.
- To learn more about ISVs, use the Global Solutions Directory.
- If the solution is not on System z, send an email, until web based tool is available.
- Porting an ISV application to System z consists of four steps:
 - Preparing the system
 - Starting development activities
 - Testing applications
 - Deciding on packaging and installer methods
- The reasons for choosing to port an application, or not, are often driven by purely financial reasons or by pressure from an important ISV client to port the ISV's software onto the mainframe.
- IBM has several programs to help and encourage ISVs to port their programs to System z, such as remote development, Linux® test drive, Chiphopper™, and system discounts.
- IBM also works to keep ISVs on the platform with support and early test programs with the latest hardware.

Questions?



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